

ATTACHMENT A

Qualifications to Become a Full Partner with Forsyth

To qualify as a Full Partner, a Forsyth contracted customer must:

- Use off-invoice to keep Forsyth private label price competitive.
- Develop programs using alliance accrual to build Forsyth private label business.
- Maintain Forsyth private label as the everyday low priced brand offered, with minimal support for competitive programs.
- Decline to carry non-Forsyth products that sell at prevailing private brand prices.

If the Forsyth contracted customer meets these qualifications, he will be identified as a FULL PARTNER. Field sales will be notified by the appropriate AVP of the FULL PARTNER status, and field sales will support the FULL PARTNER with appropriate buy-downs to assure that the Forsyth private brand is competitive at the retail level. If the Forsyth contracted customer does not qualify as a FULL PARTNER, field sales will use Monarch, Doral or Best Value, rather than the Forsyth private label, to maintain our competitive position at retail.